

## Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 08204 121230Z

43

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 EA-09 XMB-04 OPIC-06 AID-05 /042 W

----- 099134

R 121115Z AUG 76

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 8607

USDOC WASHDC

UNCLAS TEHRAN 8204

E.O.11652: N/A

TAGS: BEXPN IR

SUBJ: MAJOR PROJECTS: TEHRAN POST OFFICE

EQUIPMENT AWARD/E-SYSTEMS BID

REF: TEHRAN 6589 AND PREVIOUS

1. E-SYSTEMS REPRESENTATIVE INFORMED EMBOFF THAT JAPANESE FIRM BIDDING ON POST OFFICE EQUIPMENT AWARD HAD BEEN CALLED IN BY MINISTRY OF PTT FOR DETAILED DISCUSSIONS. E-SYSTEMS REP FEARED THAT THIS ACTION WAS PRELUDE TO JAPANESE BEING AWARDED THIS MAJOR CONTRACT. IN SUBSEQUENT TELEPHONE CONVERSATION WITH DEPUTY MINISTER OF PTT, EMBOFF WAS TOLD REPORT SUBSTANTIALLY CORRECT BUT THAT E-SYSTEM REP WOULD ALSO BE CALLED IN WITHIN A FEW HOURS AND TOLD "WHAT E-SYSTEMS MUST DO" TO CONTINUE IN THE COMPETITION.

2. E-SYSTEMS HAS NOW BEEN INFORMED BY PTT THAT IT WILL HAVE TO LOWER ITS PRICE IF IT EXPECTS TO CONTINUE IN THE RACE. E-SYSTEMS REP SAID THAT HE BELIEVED IT POSSIBLE FOR HIS COMPANY TO REDUCE THE QUOTATION FROM 38 MILLION DOLLARS TO A FIGURE IN THE LOW 30'S. JAPANESE BID STANDS AT 26 MILLION DOLLARS BUT E-SYSTEMS REP THOUGHT THAT JAPANESE WOULD HAVE TO INCREASE THEIR PRICE IN ORDER TO SUPPLY THE KIND OF EQUIPMENT GOI WANTS. AS DEPARTMENT AWARE, E-SYSTEMS BID IS FOR MUCH MORE SOPHISTICATED EQUIPMENT THAN THAT OFFERED BY JAPANESE. E-SYSTEMS STRONGEST ASSET CONTINUES TO BE BELIEF BY PTT'S DEPUTY MINISTER THAT THE U.S. EQUIPMENT IS WHAT GOI OUGHT TO HAVE.

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THROUGHOUT THE GIVE AND TAKE ON THIS MAJOR CONTRACT, DEPUTY MINISTER

EBRAT HAS BEEN A STRONG PROPONENT OF THE E-SYSTEMS PROPOSAL. E-SYSTEMS REP HAS SENT MESSAGE TO HIS HOME OFFICE REQUESTING INSTRUCTIONS.

3. EMBASSY WILL KEEP DEPARTMENT INFORMED OF DEVELOPMENTS AS THEY OCCUR.  
HELMS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 12 AUG 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1976TEHRAN08204  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760310-0751  
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**Original Previous Classification:** n/a  
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**Reference:** 76 TEHRAN 6589  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** blochd0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 27 FEB 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <27 FEB 2004 by ReddocGW>; APPROVED <21 JAN 2005 by blochd0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MAJOR PROJECTS: TEHRAN POST OFFICE EQUIPMENT AWARD/E-SYSTEMS BID  
**TAGS:** BEXP, IR  
**To:** STATE  
COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006